



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, September 2, 2010 at 9:00 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	10/07/2010

MEMBERS PRESENT

Larry Tims, New Castle County, Professional Member, Chairperson, Presiding
Elaine Woerner, New Castle County, Professional Member
John Tarburton, Sussex County, Public Member
Karen Hamilton, Sussex County, Professional Member
Doug Doyle, Kent County, Professional Member
Tammy Reagan, Sussex County, Professional Member-9:21-12:34
Dee Hake DeMolen, Kent County, Professional Member-9:07-12:34
Geri Parisi, New Castle County, Professional Member-9:09-12:34
Frani Melda, Kent County, Professional Member-9:10-12:34
Tim Riale, Professional Member

MEMBERS ABSENT

Roger Truemper, Esquire, New Castle County, Public Member, Vice Chairperson

DIVISION STAFF

Sauna Slaughter, Administrative Specialist II
Jessica Williams, Administrative Specialist II

ALSO PRESENT

Karen Alleva, NCCBOR
Dick Brogan, DREC
Paula Perez, Delaware Tech

CALL TO ORDER

Mr. Tims called the meeting to order at 9:04 a.m.

REVIEW OF MINUTES

A motion was made by Mr. Tarburton, seconded by Ms. Woerner, to approve the August 5, 2010 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Discussion Regarding Proposed Changes to CE Requirements

Ms. DeMolen met with Doug Doyle and Dick Brogan to discuss CE requirements. They reviewed Texas and Iowa's CE requirements for first time salespersons. Ms. DeMolen, Mr. Doyle and Mr. Brogan think that first time salespersons should be required to obtain additional continuing education to focus on their professional development. It was also discussed that licensed salespersons should be able to choose from a variety of required courses. Mr. Tims suggested that Ms. DeMolen, Mr. Doyle and Mr. Brogan draft recommendations for first time sales persons and present it at the next Committee meeting.

Mr. Riale will be meeting with Shirley Kalvinski, Gene Millman, Bruce Plummer and Tom Burns in September to discuss possible changes to the Broker's Core Course. Mr. Riale will notify the committee once the meeting is scheduled. Mr. Riale would like to have a draft of the Broker Core Course outline by February for the Committee to review.

Discussion Regarding Annual Seminar

Ms. Slaughter advised the Committee that the Annual Seminar is scheduled for September 9, 2010 at Polytech Adult Education Center. She requested that the Committee members, who volunteered to assist, be at Polytech by 8:00 a.m.

Discussion Regarding Online Course Evaluation Form

The survey that the Committee recommended to use for Online/Distance Learning Course was approved by the Real Estate Commission. The survey will be added to the Division's website, under Continuing Education Forms.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

A motion was made by Ms. Parisi, seconded by Mr. Tarburton, to accept all letters of intent and course evaluations as submitted. Motion unanimously carried.

Review of Course Provider Applications

A motion was made by Mr. Melda, seconded by Ms. Hamilton, to recommend to the Real Estate Commission approval, denial and tabling of the following items as noted below.

Course Provider: Ward & Taylor, LLC

Course Title:	Short Sales Updates Approved
Credit Hours:	1.0
Course Title:	Risk Management Approved
Credit Hours:	3
Course Title:	Short Sales & Foreclosures Approved
Credit Hours:	3
Course Title:	Disclosures Approved
Credit Hours:	3

Course Provider: Jack Lingo, Inc.

Course Title:	The Landlord Tenant Code from the Other Side of the Fence- Approved
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Credit Hours: 3
Course Title: Short Sale and Foreclosure Seminar **Approved as Professional Enhancement Only, Not Legislative**

Credit Hours: 3

Course Provider: McKissock

Course Title: The Three P's of Negotiation **Approved**

Credit Hours: 5

Course Provider: Distressed Property Institute, LLC

Course Title: CDPE-Certified Distressed Property Expert **Approved**

Credit Hours: 14

Course Title: Certified Distressed Property Expert **Approved**

Credit Hours: 14

Course Provider: Sussex County Association of Realtors

Course Title: Staging: Achieve Maximum Sales Price **Approved**

Credit Hours: 3

Course Title: Salesperson Core/Real Estate Concepts **Approved**

Credit Hours: 3

Course Title: Manufactured Housing **Approved**

Credit Hours: 3

Course Title: Contract Writing **Approved**

Credit Hours: 3

Course Title: Broker's Core **Approved for 6 credits**

Credit Hours: 3

Course Provider: Delaware School of Real Estate

Course Title: Broker's Core Course **Approved**

Credit Hours: 6

Course Title: Don't Let Your Deal Go Down **Tabled**

Credit Hours: 3

Course Title: Short Sales & Foreclosures **Approved**

Credit Hours: 3

Course Title: Quirks in Real Estate **Approved**

Credit Hours: 3

Course Title: Real Estate Disclosures **Approved**

Credit Hours: 3

Course Title: Risk Management **Approved**

Credit Hours: 3

Course Provider: The CE Shop

Course Title: Roadmap to Success: Business Planning for Real Estate Professionals **Approved**

Credit Hours: 3

Course Title: Uncle Sam has Homes for Sale: Listing and Selling HUD Homes **Approved**

Credit Hours: 3

Course Provider: Delaware Association of Realtors

Course Title: GRI401: Becoming Techno Savvy **Approved**

Credit Hours: 15

Course Provider: New Castle County Board of Realtors

Course Title: Salesperson Required Core Course **Approved**

Credit Hours: 3

Course Title: Broker Required Core Course **Approved**

Credit Hours: 6

Course Title: Ethics-Your Promise to Professionalism **Approved**

Credit Hours: 3

Course Provider: Delaware Tech

Course Title: Real Estate Pre-Licensing Course (99 Hours) **Approved**

Credit Hours: 99

Review of Instructor Applications

Gerald Boutcher- **Approved**

Continuing Education: Professional Enhancement: Short Sales

John Ritchie- **Tabled-Pending Submission of Resume**

Continuing Education: Professional Enhancement: The Three P's of Negotiation

William Ward- **Approved**

Continuing Education: Legislative Update/Sales Person Core Course

Professional Enhancement: DE vs PA Transactions/DEUCIOA/Disclosures/New Agency Law/Risk Management/Short Sales & Foreclosures/Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Dolores Roth- **Approved**

Continuing Education: Professional Enhancement: CDPE

Alex Charfen- **Approved**

Continuing Education: Professional Enhancement: CDPE-Short Sales

Mark Boyland- **Approved**

Continuing Education: Professional Enhancement: CDPE

William Lucks- **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: Intro to Commercial Real Estate/Commercial Real Estate/Broker Core Commercial/Finance 101 for Realtors/Mortgage Financing Issues

Pre-Licensing: Orientation/Real Estate Sales

Broker's Course: Brokerage (Sales Management)/Ethics/Legal and Governmental Aspects of Real Estate

Walton Lydic- **Approved**

Continuing Education: Professional Enhancement: Understanding Reverse

Mortgages/Reverse for Purchase/Finance 101 for Realtors/Mortgage Financing Issues

L. Robert Frame, Jr. - **Approved**

Continuing Education: Professional Enhancement: Introduction to Real Estate Auctions

Edward D. Hatch- **Denied-MD Broker, not licensed in DE**

Salesperson Core Course

CE Audit Review

The Committee reviewed the continuing education documentation that was submitted by licensees who were selected for random audit. Results of the audit review and the Committee's recommendations will be forwarded to the Real Estate Commission for review and further action.

Correspondence

The Committee reviewed a request for a second review of the application for Deferred Exchanges and Capital Gains Tax from the Frederick Academy. A motion was made by Mr. Riale, seconded by Ms. Reagan to uphold the Committee's decision allowing only Professional Enhancement credits. The application will be referred to the Commission for review. Motion unanimously carried.

Other Business Before the Committee (for discussion only)

There was no other business.

Public Comment

There was no public comment.

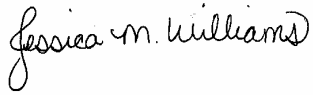
Next Scheduled Meeting

The next meeting will be held on Thursday, October 7, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. Parisi made a motion, seconded by Mr. Doyle, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 12:34 p.m.

Respectfully submitted,

A handwritten signature in black ink, reading "Jessica M. Williams". The signature is written in a cursive style with a large initial "J" and "W".

Jessica Williams
Administrative Specialist II